

Message Text

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

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P R 240732Z JAN 75

FM AMEMBASSY KUALA LUMPUR

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 8878

UNCLAS KUALA LUMPUR 0432

E.O. 11652: N/A

TAGS: BDIS MY

SUBJ: NON-DELIVERY THREATENS FUTURE SALES U.S. EQUIPMENT
TO MALAYSIAN GOVT

1. ON JANUARY 23 MUHAMMED ALI OSMAN, ACTING MGR, TECHNICAL DEPT, PERNAS TRADING CO. REQUESTED URGENTLY THAT EMBASSY ASSIST IN CONTACTING OCA ELECTRONICS CORP., 716 JERSEY AVE, GLOUCESTER CITY, NEW JERSEY 08030, TELEPHONE (609) 456-1716, MR. ROBERT G. DUNKIN TO ASK THEM SHIP IMMEDIATELY VIA AIR FREIGHT FOLLOWING TEST EQUIPMENT ITEMS: (A) 415 SWEEP GENERATOR B AND K OF PAL 625/60 (EQUIPMENT PREVIOUSLY SENT BY OCA DOES NOT MEET SPECIFICATIONS), AND (B) PORTABLE CASES.

2. BACKGROUND: ACCORDING OSMAN, PERNAS TRADING CO. QUASI-GOVT CORPORATION, ENTERED INTO CONTRACT IN 1973 WITH CCA ELECTRONICS FOR SUPPLY ABOVE EQUIPMENT PLUS TRANSMITTERS. PERNAS HAD BEEN INSTRUCTED BY GOVT GIVE PREFERENCE TO U.S. FIRMS FOR THIS EQUIPMENT BECAUSE GOVT CONCERNED ABOUT BECOMING TOO DEPENDENT ON JAPANESE SUPPLIERS. EQUIPMENT IS TO BE USED IN BUILDING TELEVISION TRANSMITTING STATIONS IN SARAWAK AND SABAH. PERNAS ALSO PROVIDED L/C TO CCA ELECTRONICS FOR TOTAL AMOUNT PURCHASE.

3. SUBSEQUENTLY, CCA ELECTRONICS ADVISED THAT EQUIPMENT THEY ORIGINALLY QUOTED NO LONGER MANUFACTURED IN U.S., AND REQUESTED AUTHORIZATION SUBSTITUTE LIKE EQUIPMENT. AFTER CONSULTATIONS WITH MINISTRY OF COMMUNICATIONS, PERNAS AGREED ACCEPT PROFFERED EQUIPMENT, WHICH CONTRACTED BE DELIVERED FEBRUARY 1974.

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NUMEROUS EXCHANGES OF CORRESPONDENCE AND TRIP TO U.S. BY OSMAN

RESULTED IN CCA ELECTRONICS SHIPPING EQUIPMENT AUGUST 1974 THAT DOES NOT MEET SPECIFICATIONS. IN MEANTIME JAPANESE EQUIPMENT FOR PROJECT ARRIVED ON SCHEDULE, BUT INSTALLATION CANNOT START WITHOUT U.S. EQUIPMENT ON SITE.

4. OSMAN SAYS PROBLEM WITH CCA ELECTRONICS HAS REACHED MINISTERIAL LEVEL IN MALAYSIAN GOVT. OSMAN BELIEVES THAT IF SITUATION NOT RESOLVED IMMEDIATELY, GOVT WILL SHUT DOOR OR VIRTUALLY SHUT DOOR ON FUTURE GOVT PURCHASES FROM U.S. SUPPLIERS.

5. ACTION REQUESTED. PLEASE CONTACT CCA ELECTRONICS IMMEDIATELY AND URGE THEM SHIP AT ONCE VIA AIR FREIGHT ITEMS (A) AND (B)
PARA 1. ADVISE EMBASSY SOONEST.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUALA00432
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750027-0062
From: KUALA LUMPUR
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750123/aaaaaujm.tel
Line Count: 75
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 09 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 APR 2003 by RuthemTJ>; APPROVED <05 JAN 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NON-DELIVERY THREATENS FUTURE SALES U.S. EQUIPMENT TO MALAYSIAN GOVT
TAGS: BDIS, MY
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006